

RJ REYNOLDS

TOBACCO COMPANY

October 1, 1993

D. T. WALSH
Division Sales Manager

150 Lawrence Bell Drive
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Williamsville, NY 14221
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R. C. Farmer

"Business Building Initiative"

Dear Roger:

Enclosed is a Recap and photographs submitted by Sales Rep, D. L. Escher. The results and **extra effort** speaks for itself. Note the comments on the back of the pictures; also that Diana conducted this 'event' on a Saturday.

Please take the ones you want and return the rest. Our plans are to share this within the Division and acknowledge her initiative via a Local Award.

Sincerely,

Dennis

D. T. Walsh
Division Manager / #1626
DTW/jc

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